

Message Text

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ACTION EB-11

INFO OCT-01 AF-10 ISO-00 CAB-09 CIAE-00 COME-00 DODE-00

INR-10 NSAE-00 RSC-01 FAA-00 L-03 SCEM-02 INT-08

TRSE-00 SCI-06 PA-04 PRS-01 USIA-15 DRC-01 /082 W

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R 101612Z JAN 74

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 2332

INFO AMEMBASSY ABIDJAN

AMEMBASSY ACCRA

AMEMBASSY DAKAR

AMEMBASSY JOHANNESBURG

AMEMBASSY KINSHASA

AMEMBASSY MONROVIA

AMEMBASSY NAIROBI

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E.O. 11652: N/A

TAGS: ETRN, ENRG, NI

SUBJ: CIVAIR: REDUCED FUEL ALLOCATION FOR PANAM

REF: (A) STATE 248152 (B) LAGOS 10221

1. ACCORDING TO LOCAL PANAM REP PETER LEGRO, HIS NIGERIAN SUPPLIER OF JP-1 JET FUEL (MOBIL) HAS JUST BEEN INSTRUCTED BY MOBIL7OFFICE IN NEW YORK TO LIMIT PANAM'S ALLOCATION IN LAGOS FOR FORESEEABLE FUTURE TO 170,000 GALS, MO. THIS REPRESENTS SIZEABLE CUT FROM PANAM'S NORMAL USE WHICH HAS AVERAGED ABOUT 210,000 GALS/MO. IN RECENT PAST LEGRO INDICATES HOWEVER THAT PANAM'S NORMAL OPERATIONS SHOULD NOT RPT NOT BE JEOPARDIZED, AND THAT ADEQUATE SAFETY MARGINS WILL CONTINUE TO BE MAINTAINED. MAIN EFFECT OF CUTBACK WILL BE TO REMOVE ALL EXCESS FAT FROM PANAM'S FUEL SUPPLY SITUATION IN LAGOS.

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2. WHEN QUESTIONED BY EMBOFF ON CUTBACK, LOCAL MOBIL

MARKETING MANAGER RELUCTANT TO ADMIT THAT RESCRIPTION HAD BEEN IMPOSED. PREFERRED TO STATE THAT MOBIL WOULD CONTINUE TO MEET PANAM'S NORMAL OPERATING NEEDS, ADDING HOWEVER THAT THOSE NEEDS HAD BEEN CLOSELY DEFINED.

3. CROSS-SECTION OF OTHER LOCALL SUPPLIERS OF JP-1 -- INCLUDING SHELL-BP (50 PERCENT OF MARKET, INCLUDING NIGERIA AIRWAYS), TEXACO (LUFTHANSA), AND ESSO (UTA) -- ALL INDICATE THAT THEY ARE FEELING FUEL PINCH TO GREATER OR LESSER DEGREE. ALL INSIST THAT THEY WILL CONTINUE TO SUPPLY NORMAL NEEDS TO REGULAR CUSTOMERS INCLUDING CHARTER FLIGHTS WHILE ADMITTING THAT UNSCHEDULED CARRIERS OR FLIGHTS DIVERTED TO LAGOS FOR REFUELING FROM NEIGHBORING COUNTRIES WOULD EVENTUALLY RUN INTO PROBLEMS. GENERAL IMPRESSION IS THAT THEY HAVE SOMEWHAT MORE ROOM FOR MANOEUVRE AT PRESENT THAN SUPPLIERS IN OTHER WEST AFRICAN COUNTRIES, PARTLY DUE TO FACT THAT ABOUT THREE-QUARTERS KEROSENE CONSUMED IN NIGERIA (INCLUDING JET FUEL) IS DOMESTICALLY REFINED.

COMMENT

1.LEGRO CLAIMS TO BE SURPRISED BY CUTBACK CONSIDERING ASSURANCES HE ONLY RECENTLY RECEIVED FROM MOBIL'S LOCAL REP OF CONTINUING RESUPPLY AT PRESENT RATE (REF B). THIS INDICATIVE OF CHANGEABILITY PRESENT SITUATION. IMPORTANT HOWEVER TO RECOGNIZE IN CONTEXT REF (A) THAT THIS RESTRICTION IMPOSED BY MOBIL HOME OFFICE AND NOT FMG.

2. FUEL SUPPLIERS QUESTIONED CONFIRMED FACT THAT LOCAL DEMAND FOR DUAL-PURPOSE KEROSENE (JP-1 JET FUEL AND HEATING USES) NOW SIGNIFICANTLY EXCEEDS CAPACITY OF NIGERIAN REFINERY. ALL SAVE TEXACO OBLIGED TO IMPORT JP-1 IN VARYING QUANTITIES TO MEET LOCAL AIRLINES REQUIREMENTS.
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